

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE
REPORT OF MEETING
May 7, 2003**

The Real Estate Board Education Committee met on Wednesday, May 7, 2003 at the Department of Professional and Occupational Regulation.

Real Estate Board Members present: S. Ronald Owens
Sharon Parker Johnson
R. Schaefer Oglesby

Staff Members present: Werner Versch II, Education Administrator
Christine Martine, Executive Director
(attended portion of the meeting)

The meeting was called to order at 4:30 p.m.

Motion was made and seconded to approve the agenda.

The following actions were taken:

- A. One (1) real estate school application was discussed by the Committee. No Committee action was needed for this application.
1. Mecklenburg County Public Schools
Bluestone High School, 939 Jefferson St., Boydton VA 23917,
Director: Ernie Conner Instructor: Linwood Hite
(Note: Both school & instructor regulated by Dept. of Education)
- B. Thirty-four (34) continuing education applications were approved. Of these courses:
- Three (3) were re-approvals of previously approved courses offered by an approved school.
1. 10797 Residential Sales Council Course 204: Building Wealth, 4 hours real estate related
2. 17197 Forestry Practices, 3 hours real estate related
3. 10999 Introduction to Property Management, 1 hour fair housing, 2 hours law, 4 hours real estate related, 1 hour ethics
- Three (3) were previously approved courses offered by approved schools.
1. 51777 The Real Estate Board's New Regulations: What You Need to Know, 2 hours law, Williamsburg School of Real Estate (pending approval of 51759)

2. 51783 Legal Update, 2 hours law, Real Estate Career Academy
3. 51784 The Real Estate Board's New Regulations: What You Need to Know, 1 hour law, Real Estate Career Academy

Twenty-eight (28) were applications for courses offered by approved schools.

1. 51770 Buyer Representation in Real Estate (**CRP**), 4 hours real estate related, Dearborn Financial Publishing d.b.a. RECampus.com
2. 51772 An Advanced Look at Virginia Real Estate Law, 4 hours real estate related, 2 hours law, NBI, Inc.
3. 51773 Land Use Planning and Eminent Domain in Virginia, 4 hours real estate related, 2 hours law, NBI, Inc.
4. 51774 Fundamentals of Real Estate Closings, 4 hours real estate related, 2 hours law, Lorman Business Center
5. 51775 2003 SIOR Spring Convention, 4 hours real estate related, Society of Industrial and Office Realtors
6. 51776 NINJA Selling, 4 hours real estate related, Northern Virginia Association of Realtors
7. 51778 Like Kind Real Estate Exchanges in Virginia, 4 hours real estate related, 2 hours law, Lorman Business Center
8. 51779 Working with Residential & Commercial Property Owners in or Near Foreclosure, 1 hour real estate related, 2 hours law, The Professional Development Institute
9. 51780 Risk Management, 2 hours law, 1 hour real estate related, Weichert Real Estate School
10. 51781 Fair Housing; Past, Present & Future, 2 hours fair housing, Weichert Real Estate School
11. 51782 Rental Certification Program, 1 hour fair housing, 2 hours real estate related, Weichert Real Estate School
12. 51785 The Real Estate Board's New Regulations, What You Need to Know, 2 hours law, Hampton Roads School of Real Estate
13. 51786 Listing Strategies for the Residential Specialist CRS 201, 4 hours real estate related, Hampton Roads School of Real Estate

14. 51787 Conservation Easement Workshop for Attorneys, Real Estate Professionals, Accountants and Appraisers, 3 hours real estate related, Central Virginia School of Real Estate
15. 51788 Senior Housing Specialist, 1 hour fair housing, 2 hours law, 4 hours real estate related, 1 hour ethics, Moseley-Flint
16. 51789 Managing Your Real Estate Career, 4 hours real estate related, 1 hour ethics, Moseley-Flint
17. 51790 Successful Relocation Representation, 1 hour law, 4 hours real estate related, 1 hour ethics, Moseley-Flint
18. 51791 Successful Buyer Representation in New Home Sales, 1 hour law, 4 hours real estate related, 1 hour ethics, Moseley-Flint
19. 51792 Real Estate Fair Housing Laws, 2 hours fair housing, Moseley-Flint
20. 51793 Agency and Disclosure Under Virginia's Agency Law, 4 hours real estate related, Northern Virginia Association of Realtors
21. 51794 Farm and Land, 1 hour fair housing, 2 hours law, 4 hours real estate related, Moseley-Flint
22. 51795 Consumer Certified Real Estate Consultant, 1 hour fair housing, 2 hours law, 1 hour ethics, 4 hours real estate related, Moseley-Flint
23. 51796 Fair Housing and the ADA: An Overview, 2 hours fair housing, Virginia Association of Realtors
24. 51797 The Code of Ethics: Making Common Sense Understandable, 2 hours ethics, Virginia Association Of Realtors
25. 51798 Managing for Peak Performance, 4 hours real estate related, Council of Real Estate Brokerage Managers
26. 51799 Strategic Business Management, 4 hours real estate related, Council of Real Estate Brokerage Managers
27. 51800 Financial Planning and Management, 4 hours real estate related, Council of Real Estate Brokerage Managers
28. 51801 Marketing for Competitive Advantage, 4 hours real estate related, Council of Real Estate Brokerage Managers

C. One (1) application for an original pre-licensing course offered by an approved school was approved was deemed to need additional information prior to approval. The Committee requested that staff ask for the additional information.

1. Real Estate Principles, 60 hours, Bluestone High School

D. Eight (8) pre-licensing instructor applications were approved.

1. Maryann Dunn
2. Ronald J. Fowler
3. William Adam Husztek
4. Bobbie Sue Jones
5. Samuel J. Laury, Sr.
6. Michael H. Orend
7. Patricia J. Rogers
8. Michael Cornell Wiggins

The meeting adjourned at 5:10 p.m.